

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### SEA Wire and Cable, Inc.

Alabama Technology Network

#### SEA Wire & Cable Achieves AS 9100 Certification with Assistance from ATN

##### Client Profile:

SEA Wire & Cable is a leading supplier of wire, cable, tubing, terminations sleeves and other cable assemblies for the aerospace and military markets. The Madison, Alabama-based company, with offices located worldwide, employs 43 people.

##### Situation:

As a Boeing Company supplier, SEA Wire & Cable became aware of the Alabama-Boeing Supplier Development training program managed by Alabama Technology Network's (ATN), a NIST MEP network affiliate, Auburn University Center. The program focuses on improving suppliers' capabilities in creating value and strengthening core competencies. SEA Wire was interested in becoming AS9100 certified.

##### Solution:

ATN's Chris Anderson provided initial training for SEA Wire & Cable's management team and quality assurance personnel in the development and implementation of a quality management system. The quality system conforms to the ISO 9001:2000 standard, as supplemented by the AS9100 Aerospace requirements. According to Anderson, "SEA Wire & Cable already had a good quality system in place. The real task was to ensure that it met AS9100 certification." Anderson also provided training and assistance on the background of the standard, the path to AS9100 registration/certification, and installation.

##### Results:

- \* Increased and retained sales of \$5 million.
- \* Invested \$20 million in plant equipment.
- \* Invested \$20,000 in software and employee training.
- \* Created 10 new jobs.

##### Testimonial:

"We had to develop some formal structure. Auburn and the ATN had the expertise and resources that enabled us to do this thoroughly and within a desirable scope of time."

Marty Clark, General Manager